

Lifetime License Workgroup

Department Chair: Janet Blair

ADRE Assistant Commissioner, Licensing

Janet brings a wealth of knowledge and a diverse background to the ADRE; she has experience in the following areas of Real Estate: Banking, Finance, Auditing, and Commercial/Residential Real Estate and Project Management, along with a degree in Business. Janet also holds several certifications in Real Estate with special designation in Commercial Property Management.

Prior to joining the ADRE, she served as the Assistant Regional Manager for the Arizona Department of Economic Security where she oversaw the day-to-day operations of the Office of Facilities Management/Real Estate Services for the Business and Finance Division. Prior to her recent promotion to Assistant Commissioner of the Licensing Division that includes oversight of licensing, professional education and auditing divisions, Janet served as the Deputy Director of Auditing. She served in that role for approximately one year before Commissioner Wercinski recognized her talent and hard work with a promotion.

Industry Chair: Kathy Howe

Broker, Educator, how2educate LLC

Kathy Howe has lived in Arizona since 1968, except for a 9-year sabbatical in Hawaii. She graduated from NAU in 1985 with a degree in Biology and Chemistry, presided over NAU's Foundation Board from '90-'92, and currently has an endowed scholarship for women returning to higher education at her alma mater. She was licensed in AZ in 1986, practicing first in Flagstaff, and then opened Esplanade Realty in the AZ Biltmore area of Phoenix. Kathy was greatly involved with the AZ Association of REALTORS®, chairing the Legislative Committee for 2 years, serving on the Strategic Planning Committee and numerous other committees, teaching GRI Environmental Issues, and acting as designated broker of her company.

While in Hawaii, Kathy received her license, and opened her office, how2hawaii realty LLC, practicing on the Big Island and in Honolulu. She was the Hawaii Association of REALTORS® Senior GRI Instructor for Business Planning and Price, List, Market modules. Upon a request from the Hawaii Real Estate Commission, Kathy began to assist Brokers in developing their office policies. Now in Sedona, Kathy continues her real estate practice and operates her real estate school, how2educate LLC. As a dedicated REEA member, she is currently hoping to receive her DREI within the next year.

Mary C. Utley

ADRE Assistant Commissioner, Personnel & Public Information

Mary is a native of Arizona and has over two decades of experience in public administration and public relations. She has been a professional trainer who has traveled worldwide to provide education on the dynamics of domestic violence. Mary is a member of the Arizona-Mexico Commission / Real Estate Ad Hoc Committee and enjoys participating in bi-national projects.

Jim Williams

ADRE Licensing

Jim is a third generation Arizonan; he attended Tempe Union High, Mesa Community College and ASU. He worked 11 years for A.J. Bayless Markets, and spent 15 years in Banking with 1st Interstate Bank (Nevada) and The Arizona Bank, 5 years with IBM (Phoenix) and 6 years with the State of Arizona. He is currently a Customer Service Representative, Licensing, with the Arizona Department of Real Estate.

Noreen O'Shea

Agent, Tierra Right of Way Land Services

Noreen plans to complete the broker training by the end of this year. She is a registered nurse and is working on a new degree in business accounting. Her daughter and son-in-law own a realty company in Ireland. She is passionate about real estate services. She worked for 15 years renovating property for commercial use for private residential facilities for the disabled.

Lowell Fagen

Broker, Red Arrow Real Estate

Lowell is a REALTOR Associate with Red Arrow Real Estate in Prescott. He has been licensed in Arizona since 1987. During the past 15 years, he has been a member of and/or contributor to various AAR and PAAR workgroups in the development and revision of contracts and addendums. Most recently, he has been involved with AAR's new (pending) Vacant Land Purchase Contract. He just completed (in cooperation with others) an update/revision of PAAR's Listing Contract (ERTS). He was an appointed member of the Professionalism Committee that reported to former ADRE Commissioner, Elaine Richardson. He served for nearly six years as an appointed member of ADEQ's Advisory Committee for On-Site Systems, representing the real estate community. He continues to provide input to ADEQ concerning pre-sale inspections and related issues. He has written numerous articles for industry publications about ADEQ regs and the real estate agent's role when listing or selling properties served by an on-site system. In 2006, he developed and presented four two-hour seminars that focused on ADEQ's new rules, forms, and procedures.

John Bechtold

DB, Centex Homes

John has been the Designated Broker for Centex Homes the last four years. Before that, he was the Director of Licensing and Education for ADRE for five years. Prior to that, he sold golf course properties for Troon Real Estate Corporation. Before he and his wife Marilyn moved to Arizona in 1993, he sold real estate in Marin County, California for four years. He was in secondary education in Marin County for 20 years. John was born and raised in Michigan.

Diane Scherer

CEO, Phoenix Association of REALTORS

Diane Scherer is currently CEO for the 14,500 member Phoenix Association of REALTORS. She has been employed at the Association since 1987. Diane is also currently a Director for both the Arizona Association of REALTORS and the National Association of REALTORS. She is Past President and current Secretary of the Arizona 100 Club, which supports law enforcement and fire personnel and their families when they are injured or killed in the line of duty. Diane has also served and continues to serve on several Boards and Commissions for the City of Phoenix and was Chair for the Citizens Transit Commission through 2006 and chaired the Streets Subcommittee for the 2006 City of Phoenix Bond Committee. In her copious free time she is an avid dog lover and Diamondbacks fan.

Cynthia Stockwell

DB, Biltmore Lifestyles Real Estate Company

Cynthia obtained her real estate license in Arizona in 1982 and went to work in the Phoenix office of Russ Lyon Realty. Two children and eight years later she transferred to the Forum office of Realty Executives. She became a Broker in Arizona in 1994. During her tenure with Realty Executives, she had a small division of the company called "Realty Exchange" which was formed in order to sell real estate at auction. In 1997 she moved to Palm Desert, California and got her CA salesperson's license and Broker's license in 2004. That same year she changed her license in AZ to Designated Broker for KSL Resort Biltmore Real Estate Company, now dba Biltmore Lifestyles Real Estate Company and opened a new office in the lobby of the Arizona Biltmore Resort & Spa in April of 2006. She employs six sales associates and one associate broker and she and her staff are very proud of being the only real estate office operating out of a four diamond resort in the Phoenix area.

Les Curry

Broker/Owner, Cota Real Estate Investments

Les is currently a Broker at his own firm, Cota Real Estate and Investments in Coolidge, Arizona. Being a Realtor in a smaller community has allowed him to gain experience in almost all areas of the Real Estate field: Residential, New and

Resale, Land, Commercial, and Property Management. His company specializes in New Home Subdivisions. He is also a Commissioner on our city's Planning and Zoning Committee. His interests include his family, travel, golf and fishing. He hopes to make the industry consistent with better community perception.

Francisco "Paco" Melendez

DB/Owner, Golden Circle Real Estate LLC

Paco's real estate career started in 1998 after retiring from the Air Force. He worked primarily with first time homebuyers. He has a deep passion for education and homeownership awareness. Because of that, he has been involved with the following nonprofits: Housing Our Communities (used to be Housing For Mesa), NewTown in Tempe and presently with Neighborhood Housing Services of Phoenix (NHS Phoenix). He teaches First Time Homebuyer Education and Financial Fitness Class, both in English and Spanish for NHS Phoenix. He was a real estate instructor for a short period of time. He is also involved with real estate transactions in Mexico. He is the designated broker/owner of Golden Circle Real Estate LLC. He completed SEVRAR's Leadership Training Program in April 2007.

Karen Scislowski

Senior Property Manager, Wessex Commercial Management

Karen Scislowski has been involved in commercial property management since 1981. During this time frame, she has managed every type of property but she especially likes industrial and retail management. She earned an MBA from Arizona State University West Campus in 2001. Also included in her designations is a small commercial general contractor's license as well as real estate broker license. She and her husband are currently operating a small commercial general contracting company. Karen does volunteer work at the Desert Botanical Garden and is the membership chairperson for AZCREW.

Larry Sarkis

Broker/Owner L.E.S. Real Estate & Investment Company

Larry was licensed for real estate in early 1980. He began exchanging properties across the U.S. the same year. He became a broker and started L.E.S. Real Estate & Investment Co. in 1984. He started teaching real estate and exchange courses both across the country and locally in 1986. He has written 2 books on real estate formulas, 4 mystery novels, and the materials for every class he has taught. He taught for about 17 years. He has been the President of The Arizona Association of Real Estate Exchangers, Valley of the Sun Real Estate Exchangers and Vice President of the national group Association of Professional Exchangers. He also sits on the board as secretary of the Tucson Real Estate Exchangers. Over the years he has done guest speaking and seminars locally and across the country.

A. Patrick Sheahan

Associate Broker, RE/MAX Commercial Investment

Patrick has 25 years experience in the commercial real estate field and is an Associate Broker with REMAX Commercial-Investment in Scottsdale. Patrick is a member of NAR, AAR and the Scottsdale Area Association of Realtors (SAAR). Patrick owns Commercial Real Estate Seminars, a real estate school providing commercial real estate continuing education classes throughout Arizona. Patrick is a Past President and current Director of the Arizona Real Estate Educators Association (AZREEA) and is a member of the National Real Estate Educators Association (REEA). Patrick also owns Sales Success Seminars and instructs sales professionals on Time Management, Self-Management, Communication Skills, Presentation Skills, etc. Pat is a Certified Seminar Leader (CSL) and a candidate for the Certified Professional Trainer (CPT) Designation. Patrick is also a member of the American Society for Training and Development (ASTD).

Michele Edison

Associate Broker, RE/MAX Anasazi Realty

Michele has been a Realtor for almost 30 years and an associate broker since 1981 in the State of Arizona. She served as Association President at SEVRAR in 1990, a member of their Board of Directors for about 14 years, a State Director for approximately 10 years and a member of the National Association of Directors for 6 years. She currently serves at SEVRAR as a member of Professional Standards and Chairs the By Laws Committee. She was the State Regional Vice President in the 90's and Chairman of both the Forms Committee and GRI in the past. She was the 1992 Realtor of the Year at her local board.

Henry "Dan" Santa Maria

Broker/Owner Santa Maria Realty

Dan was first licensed January 1965, and has been a broker since November 1968 and REALTOR since August 1972. He has served on several committees and board of directors for local, regional and state associations. He is the Past President of Tucson Association of REALTORS 2002. He presently serves on AAR Professional Standards Committee. He is very involved in real estate community as well as local government and charitable organizations.

Alan Felber

Assistant Director, Registrar of Contractors

Alan Felber has been with the Registrar of Contractors since August 1987, and served as the ROC's Chief of Licensing from January 1987 to January 2006. Alan is currently serving as an Assistant Director over the Licensing, Inspections and Examinations Departments. He is a Certified Building Inspector, and an Arizona State Plumbing Code Commissioner. He was a member of the Carpenters and

Joiners Union, Local 1089 from 1979 to 1983, and a construction superintendent for commercial and residential building from 1983 to 1987, before leaving the private sector to join the Registrar of Contractors as an inspector.

Mike Wasmann

Associate Broker, RE/MAX Integrity, REALTORS

Jerome Jordan

Assistant to the City Manager, City of Tucson

Maria Cooper

Public Member